

Bill Clarkson, Broker

ERA Golden Hills Brokers

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Marketing Report: San Ramon

For the Week Ending: Friday, September 28, 2007

404	Homes Sold	*Estimated Marketing Days to Sell inventory at current sale rate
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Pending Sales last 10 days	12	337
Pending Sales last 20 days	26	311
Pending Sales last 30 days	41	296

Price Range Trends	Active Listings	Homes sold in the last 30 Days in each range	*Estimated Marketing Days to Sell inventory at current sale rate
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Up to \$600,000	81	6	405
\$600,001 to \$750,000	92	14	197
\$750,001 to \$900,000	96	8	360
\$900,001 to \$1,050,000	50	3	500
\$1,050,001 to \$1,300,000	34	6	170
\$1,300,001 Plus	51	4	383

* Time required to sell current inventory at Pending Sale rate

Notes:

**Third week in a row of poor sales numbers. Panic and fear is gripping many in the real estate industry, and many newer agents are getting hammered by the lack of sales and the cost to conduct business. I see a huge drop-off in the number of active agents. On another level, real estate offices are going to look at all their expenses and cut out what not necessary. Some will not succeed and there may be some consolidations and reluctant mergers.